

Message Text

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PAGE 01 STATE 179468

62

ORIGIN EA-14

INFO OCT-01 ISO-00 COME-00 EB-11 SAJ-01 NSC-10 NSCE-00

EUR-25 CIAE-00 INR-10 NSAE-00 RSC-01 PA-03 PRS-01

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DRAFTED BY EA/PRCM:CWFREEMAN, JR.:CED

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APPROVED BY EA/PRCM:OVARMSTRONG

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FM SECSTATE WASHDC

TO USLO PEKING PRIORITY

INFO AMCONSUL HONG KONG PRIORITY

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E.O. 11652: N/A

TAGS: BTRA, BEXP, ETRD, CH, US

SUBJECT: BUSINESS SUPPORT ACTIVITIES OF NCUSCT

AT CANTON FAIR

REF: A) STATE 170922; B) PEKING 0973

1. IN MEETING WITH PRCLO COMMERCIAL OFFICER (WANG TIEN-MING) FRIDAY, SEPTEMBER 7, NCUSCT STAFFER THEROUX INFORMED THAT CCPIT HAS AGREED TO INCLUDING UP TO THREE OFFICERS AND STAFF IN INVITATION TO CANTON FAIR. THIS REPRESENTS INCREASE FROM TWO PREVIOUSLY INDICATED. PRCLO INDICATED NO PROBLEM BRINGING IN TYPEWRITERS, ETC., AND WAS OF OPINION COPYING EQUIPMENT ALSO NO PROBLEM BUT PROMISED TO CONFIRM WITH PEKING. PRCLO ALSO CONFIRMED NCUSCT SUITE WOULD BE NEAR USG ROOM IN TUNG FANG HOTEL. NCUSCT DOES NOT PLAN TO SEND LETTER MENTIONED REF A, AGREEING WITH DEPARTMENT AND USLO THAT THERE IS NO POINT IN ASKING FOR PERMISSION FOR ACTIVITIES WHICH ARE IMPLIED

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PAGE 02 STATE 179468

BY NCUSCT PRESENCE AT FAIR.

2. PRCLO INDICATED THAT DECISION ON AMERICAN INVITEES TO FAIR HAD ALREADY BEEN MADE AND INVITATIONS SHOULD BE OUT BY SEPTEMBER 20. (FYI: SOME CANADIAN INVITATIONS ARE ALREADY OUT. END FYI) NUMBER OF AMERICAN INVITEES WILL BE INCREASED, BUT NO CONCRETE NUMBER GIVEN. PRCLO INDICATED SOME TRADERS WHO HAVE ATTENDED THE FAIR BUT DONE LITTLE BUSINESS IN THE PAST WILL BE DROPPED FROM THE

LIST IN ORDER TO "GIVE NEW FRIENDS AN OPPORTUNITY." NOTING THAT J. C. PENNEY NCUSCT BOARD MEMBER BATTEN WILL BE INCLUDED IN NOVEMBER NCUSCT DELEGATION, PRCLO SAID THAT INVITATION WILL BE ISSUED TO J. C. PENNEY TO SEND PURCHASER TO FAIR AND REMARKED THAT "WHAT WE WANT IS PURCHASING PEOPLE AND NOT SIGHTSEE-ERS." THEROUX MENTIONED DESIRABILITY OF INVITING SEVERAL BUYERS FROM DIFFERENT DEPARTMENTS OF LARGER RETAILERS IN ORDER TO INSURE THEIR REPRESENTATION BY SPECIALISTS WHO HAVE KNOWLEDGE AND AUTHORITY TO CONCLUDE CONTRACTS ON VARIETY OF ITEMS REPRESENTED AT FAIR. PRCLO RESPONSE WAS THAT NUMBER OF INVITATIONS HAD TO BE RATIONED IN VIEW OF CROWDED FACILITIES AT THE FAIR. WANG REMARKED THAT HE PERSONALLY FAMILIAR WITH THIS PROBLEM AS HE USED TO WORK ON ALLOCATION OF INVITATIONS TO AMERICANS WHEN HE WAS STATIONED IN PEKING.

3. PRCLO EXPRESSED ACCEPTANCE OF ORIGINAL NAMES SUBMITTED FOR NCUSCT DELEGATION VISIT AND CONFIRMED THAT WIVES COULD ACCOMPANY. NO RESPONSE YET ON ADDITIONAL TWO MEMBERS OF DELEGATION PROPOSED TO CCPIT AFTER VISIT POSTPONED FROM OCTOBER TO NOVEMBER.

4. INTERESTING DEVELOPMENT IN THIS MEETING WAS PRCLO GRILLING OF THEROUX ON VARIOUS U.S. DOMESTIC POLITICAL QUESTIONS, INCLUDING FOR FIRST TIME EXTENSIVE DISCUSSION OF PRESIDENT'S TRADE BILL. FACT THAT OTHER RECENT CALLERS AT PRCLO ALSO REPORT INTENSE DISCUSSION OF TRADE BILL APPEARS TO INDICATE THE PRC IS CONCERNED ABOUT DANGER THAT (1) SECTION OF BILL DEALING WITH MFN FOR NON-MARKET ECONOMY COUNTRIES MAY BE SPLIT OFF FROM LIMITED OFFICIAL USE

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PAGE 03 STATE 179468

BILL AND CONSIDERED SEPARATELY BY CONGRESS; AND (2) "JACKSON AMENDMENT" AS CURRENTLY DRAFTED WOULD APPEAR TO BAR MFN FOR PRC AS WELL AS USSR. WANG COMMENTED THAT PRCLO COULD NOT UNDERSTAND WHY PRC AND USSR TREATED SIMILARLY ON MFN ISSUE SINCE THIS ISSUE "IS CONTROVERSIAL FOR THE USSR BUT NOT FOR CHINA." RUSH

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